Bottle King

Monarch Menthol

Jim Rielly

70% of Signs

Enough Space For our display

Pm taking top shelves of our Fixture and signage

51846 5897

Source: https://www.industrydocuments.ucsf.edu/docs/ykky0000

Charlie

RANDOLPH CTN POG

51846 5898

ACCOUNT:BOTTLE KING/RANDOLPH

4' X	3' X	3' X	3'
		RJR	RJR
RJR	RJR	RJR	RJR
PHILIP MORRIS	PHILIP MORRIS	PHILIP MORRIS	PHILIP MORRIS
PHILIP MORRIS	LORILARD	LORILARD	LORILARD
PHILIP MORRIS	PHILIP MORRIS	PHILIP MORRIS	PHILIP MORRIS
PHILIP MORRIS	PHILIP MORRIS	B & W	B & W
L & M	PHILIP MORRIS	AMERICAN	AMERICAN

		COMPANY	ROWS	% OF FIXTURE
SIZE	4'X3'X3'X3'	PM	132	45
ROWS	295	LOR	30	10
CARTON INV	1475	RJR	80	27
		AM	20	7
		B&W	20	7
		LM	13	4

Source: https://www.industrydocuments.ucsf.edu/docs/ykky0000

Charlie

Plan O Gram

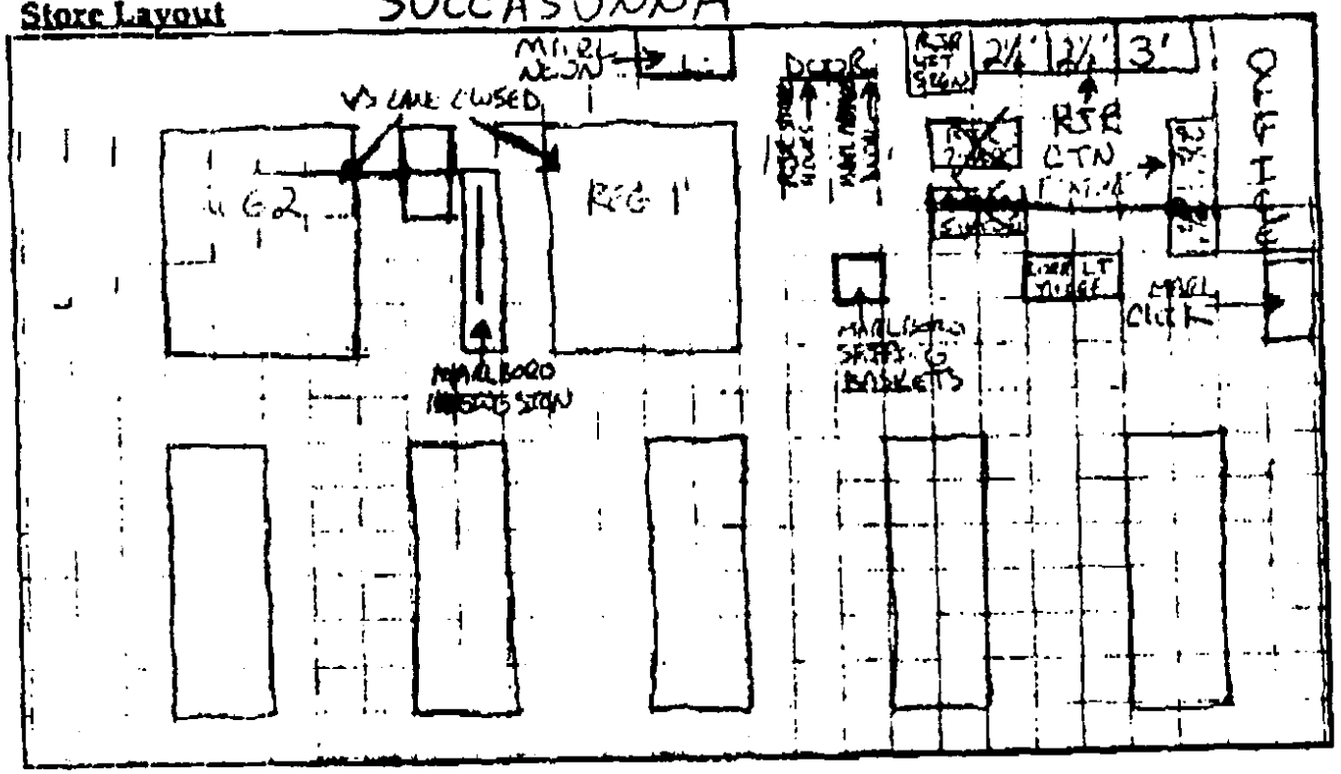
(check one) **P1** ■ P2 ☐

Account Name: BOTTLE KING
Control #/Key Acct. #: 145434

S/R Name: G. VERDUCCI
S/R Territory #: 13 30 00

- Contract Based on: (check one)
  ☐ Share of Market = _____% or ☒ Share of Sales = 48 %

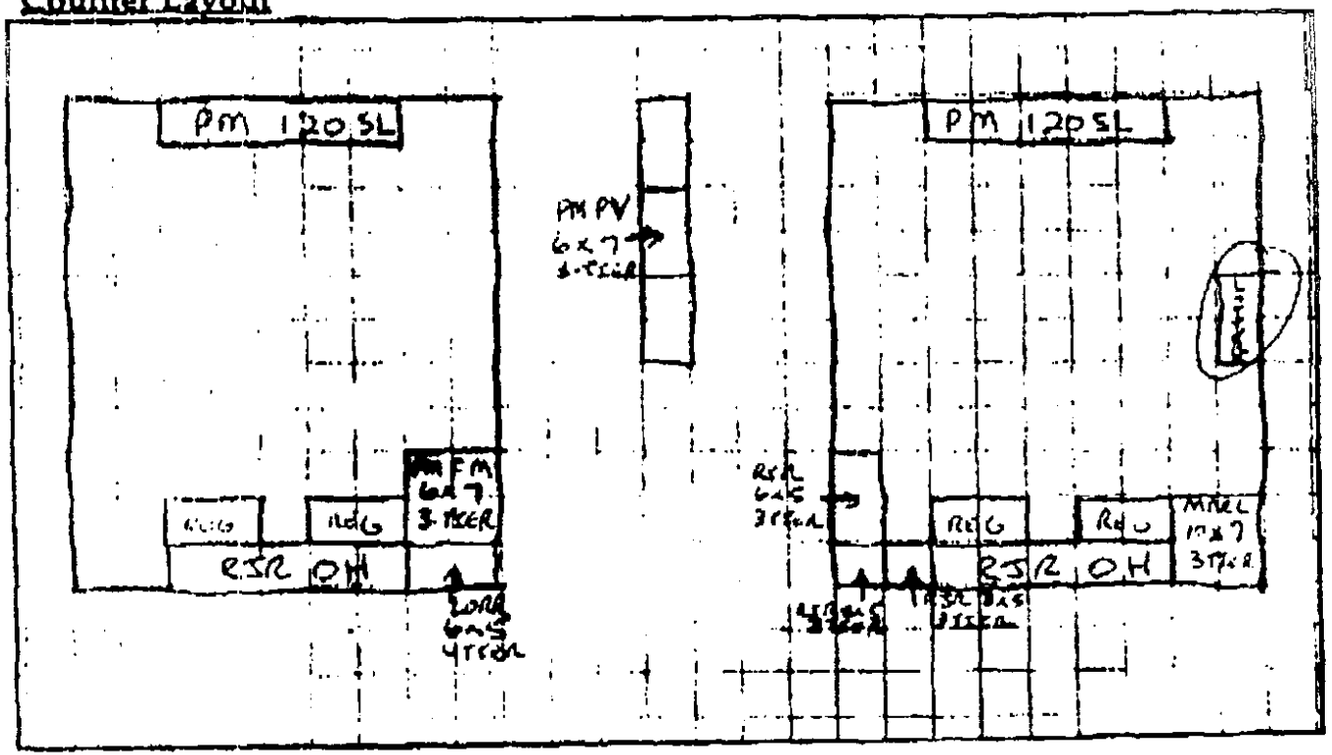
Store Layout SUCCASUNNA



Source: https://www.industrydocuments.ucsf.edu/docs/ykky0000

Counter Layout

51846 5900



Total Pack FF = 141
PM Pack FF = 66
PM % of Pack FF = 46 %

Total Carton FF = 294
PM Carton FF = 136
PM % of Carton FF = 46 %

SEE ATTACHED POG

Total Signs = 10 (eaches)
Total PM Signs = 7 (eaches)
PM % of Signs = 70 %

* FF = Visible Front Facings

(Account Signature/Date)

(PM Signature/Date) 1/26/94

Original- Section **Duplicate- PM Rep.** Triplicate- Supervisor Quadruplicate- Customer

POS 871548

Source: https://www.industrydocuments.ucsf.edu/docs/ykky0000

51846 5901

Plan O Gram

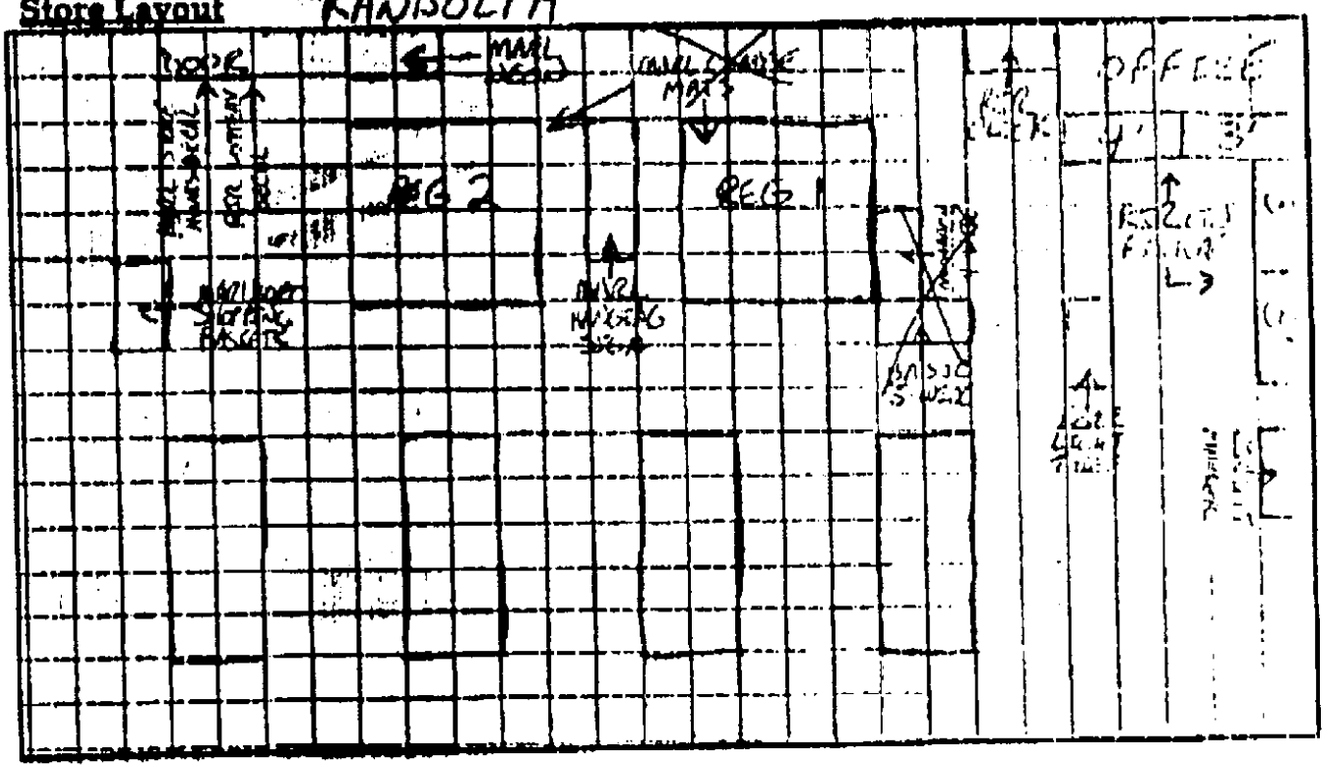
(check one) P1 ■ P2 ❑

Account Name: BOTTLE BARN
Control #/Key Acct. #: 145134

S/R Name:
S/R Territory #:

• Contract Based on: (check one)
❑ Share of Market = _____% or ■ Share of Sales = 4/0 %

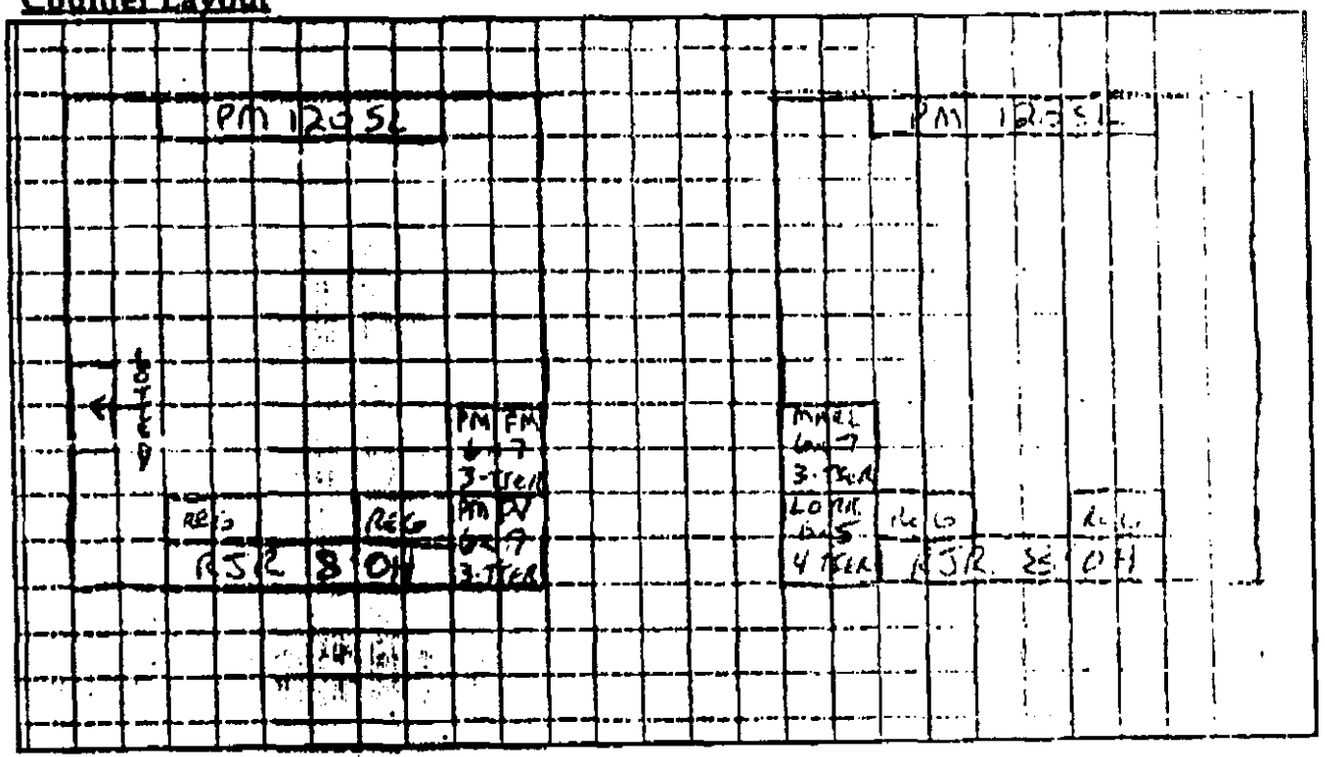
Store Layout RANDOLPH



Source: https://www.industrydocuments.ucsf.edu/docs/ykky0000

Counter Layout

51846 5902



Total Pack FF* = 29
PM Pack FF = 20
PM % of Pack FF = 69 %

Total Carton FF* = 295
PM Carton FF = 195
PM % of Carton FF = 66 %

SEE ATTACHED PIX

Total Signs = 10 (sq. feet)
Total PM Signs = 6 (sq. feet)
PM % of Signs = 60 %

* FF = Visible Front Facings

(Account Signature/Date)

(PM Signature/Date)

Original- Section Duplicate- PM Rep. Triplicate- Supervisor Quadruplicate- Customer

POS #71348

Source: https://www.industrydocuments.ucsf.edu/docs/ykky0000